

# Hamilton Carhartt & Co.

Detroit, Mich.











A Resumé  
of the inexpensive  
working clothes  
manufactured by  
Hamilton Carhartt & Co.  
and glimpses of the  
city where they are made,  
Detroit.







Our latch string is  
always out.



THE question has  
often been asked  
us, as to what do  
we attribute our  
great success in the  
manufacturing business.

Commencing, as we did a few  
years ago with absolutely nothing,  
while today we are pressing for first  
place, firms that have grown gray in the  
business, and have ten, yes, twenty  
times the capital that we have, our  
answer has invariably been that we  
have reasons three :

FIRST—We have always been thor-  
oughly in love with our business.

SECOND—We have always made  
honest goods.

THIRD—We have always been  
honest with our employees.

Now, to be thoroughly in love with  
our business means that our trade of  
manufacturing working clothes of all



Private Office.

descriptions  
for men has our  
whole and undivided  
attention, backed by the inspira-  
tion that by making these goods, and  
these only, in a perfect and wear  
resisting manner, we are not only win-  
ning success for ourselves, but are  
doing a christian act to the men who  
toil, who wear our garments.

In all speculations man has been  
tacitly figured as a clothed animal,  
when he is by nature a naked animal  
and, next to the loaf of bread to sustain  
life, the most essential thing to him is  
the where-with-all to cover his carcass.

To supply this covering in a way  
that shall leave nothing to be desired  
we have made a life's study.



**To Make Honest Goods** This means much to us, more to our customers; and most to the wearers of our goods. The men who wear things of our manufacture comprise the bone and sinew of this country. Now, rough work, honorable though it may be, takes the life out of us, and the man who has been heaving clay out of a ditch all day, or driving an express train against the north wind all night, or holding a boat's helm in a gale on a lee-shore, or whirling white-hot iron at a furnace mouth, that man is not the same at the end of his day or night, as one who has been sitting in a quiet room, with everything comfortable about him, reading books, or classing butterflies, or painting pictures.



Counting Room.



He has no time or inclination to study what he has to wear, he simply wants something to protect him from the wintry blasts, or pitiless storms, or to avert the cold gaze of curious scorn. We might slight our work never so sadly, and he would know no difference, but being honest with him here, we are honest with ourselves, make our business a pride and a pleasure, the envy of our competitors, and the admiration of our friends.

**Being Honest  
with One's  
Employees**

Many manufacturers embark in business with a sole and single eye, directed and devoted towards underselling their competitors. They cannot own their raw material or fabric cheaper, consequently, to make a lower price than others quote, they must take it out of labor : *i. e.*, the manufacturer that can sell goods the cheapest is the one that can wield a club the most mercilessly : that can





make veritable slaves of their employees : surely this is not being honest with them.

In our lightest games we have someone to see fair play : in boxing we must hit fair ; in racing, start fair ; a prize fighter has honor in him, he would be judged to lose a match for foul fighting, but your prize manufacturer gains his match (or success) by foul manufacturing and no one cries out against him.

Millions of money was lavished, and myriads of precious lives sacrificed, that the black slave might be free, yet we gaze with idiot like indifference at the white slaves that are multiplying everywhere around us.

Our manufacturing business was not started to do the gainful thing alone, but the just and honest thing first, gainful if possible.

There is a Mohammedan maxim that, "one hour in the execution of justice is worth seventy years of prayer."

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Getting garments according to the cloth.



An experiment in social economy is now being made in the East that cannot fail to be profitable to the laboring classes, especially to those unfortunate persons who are ground down by the infamous "sweating" system. Moreover the movement ought to be exceedingly valuable to the churches as affording an example of what they can do towards the amelioration of the sufferings of mankind.

We refer to the organized effort now being made by the Consumer's League, under the leadership of John Graham Brooks, to induce people to deal exclusively with such "honorable tradesmen" as treat their employees humanely, and according to the dictates of good



morals. It is contended by the League that the purchaser of garments made under the sweating process is really responsible for the hardships of those who make the garments, and that "it is absolutely wrong and unprincipled for a man to pay less for an article than the stuff of which it is made and the labor bestowed in the making are actually worth."

That the purchaser is responsible for the ills of the underpaid laborer, will not be admitted by all. It will be contended that men naturally and properly buy as cheaply as they can, and that it is not incumbent on the buyer's conscience to inquire into the conditions that make articles cheap. Such reasoners will lay the entire blame for the sufferings of oppressed laborers at the door of the hard-hearted employers. We cannot agree fully with either view. The

responsibility should be divided between the employer, whom a heartless competition encourages to



place his wares on the market at the lowest possible price, and the purchaser, who is eager to take advantage of every bargain that offers, regardless of the cry for help and relief that comes up from the sweatshops.

It may be farther objected that the effort which the Consumer's League is making is directed against the laws of competition and therefore is impracticable. We cannot regard the objection as a weighty one, especially in view of the fact that the society has already inaugurated its scheme, and that it is said to be working well in a number of eastern cities. Competition is the life of trade, it is true, but alongside of this truism should be placed that other truth which the moral teachings of this nineteenth century have made so prominent—that man cannot live to himself alone. When competition is carried to the limit of heartlessness and oppression it must be checked by the application of Christian ethics, else the church will fail of its duty towards society.

It is for the very purpose of setting



these ethical principles in operation in the every day business of life that the Consumer's League has undertaken to regulate the relations between manufacturers and purchasers. They propose to protect both honorable tradesmen who are willing to

“adopt the standard of hours, wages, etc., to secure a decent living for their employees,” and employers as well. They have consulted both employers and employed and from information thus obtained they have established standard rates of wages, etc., and are encouraging consumers to deal only with such sellers and manufacturers as observe these “standard rates.”

In Boston and New York, “white lists” containing the names of those who observe “standard regulations” in their business have been published and furnished to the Consumer's League by the several trades and



labor councils. In Boston, and on a smaller scale in New York, the method has proved easy and successful in its application to a trade in which hitherto so many abuses have abounded; that is, the tailoring trade. In Boston, the bakery trade has been dealt with in the same manner by the Consumer's League, and a code of rules, agreed upon by master bakers, journeymen and consumers, has been instrumental so far in bringing the consumer's conscience to bear in the most familiar and most trite of trade relations."

This experiment of a religious society to adapt the principles of the gospel to the practical solution of social problems may possibly come short of the expectations of its promoters.



Getting ready for the freight wagons.

It can hardly come within the province of the church to assume the role of regulator of business affairs. But that it can exert a powerful moral influence in the amelioration of the relations between employer and employee will not be questioned. The movement thus so practically inaugurated suggests to the churches a line of effort in which public sentiment may be so aroused concerning the wrongs which underpaid labor is undergoing, not only in England but in many cities and communities of our own land, that a much needed reform will be the result.

Very respectfully,

HAMILTON CARHARTT & COMPANY.

## The Terms

Upon which the Carhartt Working Clothes  
are sold here.

30 days net, 2% off for cash in 10 days.  
With 30 days extra dating.

Money cannot be raised without credit.

When we established our business we also established a principle from which we have never deviated, viz: that one man's dollar is just as good as another man's hundred cents.

We do not make bits of one customer and flesh of another, and while yielding in no firm in the matter of courtesy and upright dealings, we in justice to those customers who place the utmost confidence in us, simply insist that all should stand upon an equal footing, as to terms, prices, discounts and datings.

## Single Garments.

**Special Orders.** We do not make a business of custom work, but we do it to accommodate our customers under certain conditions. We accept orders for special garments to be received before any Monday noon to be delivered in ten days, that is, Wednesday of the week following.

Orders received after Monday noon will go over to the next Monday following. We are compelled to insist upon this.

For garments made under these conditions, we charge from twenty-five to fifty cents each extra, according to the value of the goods. This includes all the extra charge of making garments to order. We follow measures carefully, but cannot guarantee a fit.

## Special Notice.

**Samples for Inspection.** To those who are unacquainted with our line, and who desire to familiarize themselves with any of the styles of goods herein mentioned, we shall be pleased to select an assortment of sizes of any number or numbers and forward them on approval, which permits of a trial of these goods, for any sixty or ninety days, when, if they are found wanting in selling qualities, or are in any way not adapted to the trade, we will be perfectly willing to have the items returned to us at our expense. This is done by us as an evidence of the confidence we have in our goods. If there was anything else we could do to emphasize this confidence we are sure we would do it.



## Trousers.

Lot.		the pair.
33.	Evening Cottonade, Nest stripe, fanny red and black, mixture.	\$7.50
40.	Fancy Cottonade, Indisfect two and two stripe, set exceedingly pleasing design.	7.50
43.	Nine Ounce Cottonade,	9.00
42.	Nine Ounce Cottonade,	9.00
41.	Nine Ounce Cottonade,	9.00
These are all very attractive Cassimere designs, all half lined, with a standard pocket strip, and to retail for one dollar, there is nothing that compares with them on the market.		
40.	A very desirable dark pattern, worsted effects,	9.00
49.	Railroad Worsted,	11.00
A fine new fabric (black and white mixture) that has proven a most successful garment.		
397.	Fancy Worsted Herringbone,	11.00
352.	Smooth Deep Black Cotton Worsted, Fast color and of very elegant design.	11.00
62.	Wool Effect,	10.50
Bright, clean looking, a good wearer and a good seller.		
63.	Fancy Cassimere Effect,	10.50
65.	Black Chevron,	10.50
62.	Fancy Herringbone,	11.50
A splendid imitation of English Worsted.		
135.	Dark Wear Resisting Hairline	12.00
36.	Dark Union Cassimere,	13.50
13.	Plain, Dark Cotton Worsted, with Invis- ible Stripe,	15.00
39.	Fancy Cotton Worsted,	15.50
Broken plaid, of dull brown effect, very striking and durable.		
102.	Fancy Cassimere	13.50
A very attractive and shiny stripe, a ready seller.		

THE J. L. HUNTER CO., Buffalo, N. Y. The coats, trousers and pants we have had from you are first-class in every particular, could not be better. They give first-class satisfaction to all who wear them. We make a customer for the store every time we sell one of your garments.

THE MAY CO., (Formerly Hall & Dutton Co.) Cleveland, Ohio. We have thrown out — line altogether, and will build your line in place of theirs, and will make every effort to increase, as much as we can, our business with you.

This represents our Lot 14,  
Corduroys.



## Trousers—Continued.

Lot.		the doz.
113.	30-ounce Cotton Worsted, dark attractive pattern,	\$16.50
140.	All Wool Kersey,	16.50
240.	Plain Black Cheviot,	16.50
120.	Fancy Cassimere,	16.50
121.	Fancy Cassimere,	16.50
	<i>Two very attractive styles, cut with French waist bands, side pockets. A strong feature for the young man's trade.</i>	
L.	Fine Cassimere Hairline Stripe (Gray),	17.50
L-B.	Fine Cassimere Hairline Stripe (Brown),	17.50
37.	Broad, Dark, Indian Chief Check,	17.50
37B.	Fancy Stripe,	17.50
43.	Wool Hairline Cassimere (Gray),	22.50
48.	Fancy Dark Cassimere (Plaid effect),	22.50
917.	Broad Dark Diagonal,	22.50
27.	Fancy Victory Cassimere,	22.50
38.	Fancy Stripe, All Wool Cassimere,	22.50
14.	Plain Gray Wool Victory,	24.00
17.	Plain Brown Wool Victory,	24.00
24.	Bright Hairline Cassimere,	27.00
34.	All Wool Dark Gray 2 and 2 stripe,	27.00
1.	Fancy Heavy Weight Victory Cassimere,	27.00
2.	Fancy Heavy Weight Cassimere,	27.00
21.	Heavy 24-ounce Native Wool Oxford Mixed Cassimere,	27.00
19.	Heavy 24-ounce Native Wool Striped Cassimere,	27.00

On all Trousers above 42 waist we make an extra charge of from 45c. to \$1.00 per dozen, according to quality.

M. M. Cots & Co., Little Rock, Ark. We have decided to abandon all other makes and for some time past have had nothing but your Ovestalls and Jackets in our line.



## Full Drill Lined Trousers.

	the doz.
156. Kentucky Jeans, . . . . .	\$ 4.50
161. Fancy Servant Cottonade, . . . . .	9.50
46. Nine Ounce, . . . . .	11.00
33. Everett Mills Cottonade, . . . . .	9.50
60. Wool Filled Jeans (Oxford), . . . . .	11.00
49. Railroad Worsted, . . . . .	13.00
64. Black Doe-skin Jeans, . . . . .	13.00
14. Victory Mills Cassimere (Gray), . . . . .	27.00

These garments are a unique conception of our own, being lined throughout with a Standard Pocket Drill, made extra large and roomy, and it can be easily imagined what comfortable and serviceable garments they are.

## Kentucky Jeans Trousers.

60. Wool Filled Oxford Mixture, . . . . .	\$ 9.00
61B. Wool Filled Plain Black, . . . . .	9.00
64. Standard Doe-skins, Black, . . . . .	11.00
64S. Standard Doe-skins, Oxford Mixture, . . . . .	11.00
67. Knoxville All Wool Black, . . . . .	13.00
67S. Knoxville All Wool Oxford, . . . . .	13.00

## Corduroys.

106. Domestic White Wale Mode Only, . . . . .	\$16.50
59. Domestic Narrow Wale Mode, . . . . .	17.50
These goods are Domestic make, excellent, extremely serviceable and excellent, coming in drabs and navy-blue.	
12. Pure Washed and Odorless, mode, . . . . .	24.00
12B. Plaid Dark Seal Brown, . . . . .	24.00
12B1. Dark Navy, . . . . .	24.00
12B1K. Solid Black, . . . . .	24.00
37. Wide Wale Mode, . . . . .	28.50
32B. Wide Wale Brown, . . . . .	30.00
82. Crinkled Mode, . . . . .	36.00
202. Extreme Narrow Wale Light Mode, . . . . .	36.00

At the prices mentioned above, we are without a peer in the Corduroy market. Our garments are trimmed perfectly and each end-fast lined with a Standard Pocket Drill, which gives them extreme heavy wearing qualities.

Boston Clearance House, East Las Vegas, N. M. We appreciate your business methods and are sure that if your goods are kept up to the high standard which they have attained, they cannot help but be sure winners.



### Plain Waist Overalls.

	the doz.
1st. Amoskege Blue and White Pin Check,	\$6.25
2d. Plain White Sail Cloth Drill,	6.25
3d. Blue with White Hairline, (Wabash uniform goods.)	6.75
4d. Everett Blue Denims,	7.00
5d. Amoskege Blue Denims,	7.25
6d. Everett Fancy Check,	7.25
7d. Everett Fancy Stripe,	7.25
8d. Palmer Nine Ounce Black Denims,	7.25
Of all the Black Denims on the market, these are the best, fadeless, washable and almost indestructible, made in our new style hard back.	
9d. Everett Fancy Duck,	7.75
10d. Everett Fancy Duck (Gold Stripe),	7.75
These goods are yarn dyed and very substantial.	
11d. Boston A Check Duck,	7.75
This is not a printed fabric, but woven plus check, quite a difference.	
12d. York Slate,	7.75

All our waist Overalls are cut high and wide, and made only in the most liberal way, with two top, front and a watch pocket, and two back hip and a coin pocket on each garment. Nothing which would make them more desirable has been left undone.

An extra charge of 50c per dozen is made for sizes above 44 waist.



## Apron Overalls.

107. White Sail Cloth Drill, the doz.  
\$7.75  
For Painters, Decorators, Bill Posters, Express Men-  
sengers, Postal Agents, Theatrical Workers and  
Millers.
10. Everett Mills Blue, 7.75  
Made with two back hip and a rule pocket, a 1/2 and  
one front pocket, all patched on. It has elastic detach-  
able suspenders, is cut high and wide, and in every  
way desirable.
115. Same Goods, 8.00  
Has two loose trousers pocket and a watch pocket in  
front, with one back hip pocket and a rule pocket.  
Suspenders fronts attached. A good liberal garment  
in every way.
- 10B. Palmer Black Denims, 8.00  
Made like No. 10.
28. Amoskege Blue Denims, 8.25  
Cut with two loose trousers pockets and a watch pocket  
in front, with one back hip and rule pocket. Suspenders  
with elastic and detachable, making a strong and  
durable article.
25. Amoskege Blue and White Pin Check, 7.75  
Made with two loose front pockets and a watch pocket,  
two back hip and a rule pocket, with pocket pocket on  
left. Cut extra wide and high. Detachable elastic  
suspenders and extra buttons on the side.
29. Flats Blue with White Hareline, 8.50  
Washed Ruffern goods, cut and made like for 25, has  
proven to be a most acceptable and selling number.
160. Boston A Pin Check Duck, 8.75
15. Everett Blue Denims, 9.00
18. Amoskege Blue Denims, 9.25  
The two most desirable Railroad Overalls on the  
market to-day, being cut wider and higher and made  
more liberal in every way than other Overalls, and  
are the highest priced and highest esteemed garments  
sold over a Retail Counter anywhere.
100. Everett Fancy Brown and Black Check, 9.25  
Made like for 25.
- 15B. Palmer Black Denims, 9.25  
Made like for 18.  
And last but not least,
35. Everett Blue Denim Overalls, 5.75  
These are made for Young America, in the best possi-  
ble way, with numerous pockets, etc.  
An extra charge of 50c per dozen for sizes above 32 waist.



J. H. Hennes & Co, Wilmington, N. C. We are pleased to  
state that our sales are constantly increasing on the Overalls  
and Jackets manufactured by you. They are certainly trade  
winners; a customer always returns after having tried them.



## Overall Coats.

Lot.	Per doz.
75A. Fancy Amoskege Check (see cut)	\$7.00
75P. Fancy Amoskege Pln Check.	7.00
729. Blue with White Binding.	7.50
755. Everett Mills Blue.	8.00
755B. Palmer Black Denim.	8.25
78. Amoskege Blue.	8.25
756. Everett Mills Check, Brown and Black.	8.25
768. Everett Mills Stripe.	8.25
753. Everett Fancy Duck, yarn dyed.	8.75
74. Palmer Slate Denim.	8.75
78B. Palmer Nine Ounce Black Denim.	8.75
760. Boston A Brown Duck, Pln Check.	8.75
733. Everett Fancy Duck, yarn dyed.	8.75

All wearable goods are made with detachable buttons.  
First introduced by us.

Shown above at \$4.00 per dozen extra.

CASE & KIRK, Helena and Butte, Mont. You will have noticed the increased demand for your goods in this section of the country by our orders. We never had a line that gave more general satisfaction to Railroad Men, Mechanics and Laborers than your Clothing.

H. J. PIERCE & Co., Augusta, Ga. We are very much pleased, indeed, with your Overalls and Coats, and wish to retain the exclusive agency for the same in our city.



Lot 75A. Amoskege Blue and White Check Coat.

## Combination Coat and Vest.

There is no garment that we sell that gives as much comfort and satisfaction as do these Combination Goods, as they present not only a neat and handsome appearance, but the extra pockets make them especially handy.

Lot.	the doz.
50A. Amoskeag Blue and White Check.	\$9.00
50P. Amoskeag Blue and White Pin Check.	9.00
81. Black and White Striped Sateen.	9.25
89. Indigo Blue and White Stripes.	9.50
87. White Sail Cloth Drill.	9.50
88. Amoskeag Plain Blue.	10.25
85. Everett Plain Blue.	10.00

These goods are all made with detachable buttons.  
Extra sizes, one dollar more, 44 to 48 waist.

Solomon & Kears, Pittsburg, Pa. We are doing our best now to build up a big trade on your Overalls and Working Garments, and, as you are aware, have thrown out all other lines. The probability for a satisfactory business in the future, in this class of merchandise is very bright.



Lot 50A. Amoskeag Blue and White Check.

## Strong Suits.

Strong Suits are our long suit. We originated the idea of making a strong, serviceable, low-priced suit out of a variety of materials, that while they are not Tailored up or even handsome, to a degree, are made in such a thorough acceptable manner, for the customer who wants wear and worth instead of display and deceit, that our trade on them has increased until it is a problem how to take care of it at times.

These goods are made in the following numbers, and consist of Coat, Vest and Trousers, all made in the most painstaking way, with trimmings to correspond:

Lot.		the suit
746.	Service Cottonades, S. or D. R. Coat,	\$2.25
753.	Everett Fancy Cottonade	2.25
761.	Oxford Wool Filled Jeans,	2.37½
79.	Railway Worsted (Black and White Mix.)	3.00
762.	Cotton Worsted Hairline,	3.00
730.	Fancy Brown Mixed Cotton Worsted,	3.50
722.	Mode Corduroy, Medium Wale,	4.37½
714.	Dark Union Cassimere, Invisible Stripes,	4.37½
737.	Victory Cassimere, Fancy Check,	5.37½
714.	Victory Cassimere, Plain Gray,	6.00
717.	Victory Cassimere, Brown,	6.00
717.	Medium Wale Corduroy, Mode (see cut),	6.00
712B.	Medium Wale Corduroy, Brown,	6.00
712H.	Medium Wale Corduroy, Black,	6.00
721.	Native Wool (Oxford),	6.75
732.	Wide Wale Corduroy, Drab,	7.00
732B.	Wide Wale Corduroy, Brown,	7.37½

In sizes above 42, inches goods we make a small extra charge according to the value of the garments. The Coats of these suits are lined throughout the body and sleeves with a strong fast black woven union Drill, while the backs of the Vests are made of the same material. Any garment can be sold separately and replaced at any time.

R. H. Lee & Sons, Savannah, Brunswick and Waynes Co. We are now handling your goods in all of our stores, and as you are aware, have built up a large and growing business on them, and we would esteem it a special favor if you would continue your goods to us in the three cities where we have stores.



This is our 1st 722 Corduroy Suit, and which there is none better.

## DEWEYS.

THE SUIT THAT WE MADE TO HONOR THE HERO OF  
MANILLA BAY, AS WORN BY HOWARD LAWSON LEE, SON  
OF JAMES LOUIS LEE.



Ed, Ryan, Houston, Texas. We had no idea of the volume of business  
to be done in your particular line until we began to handle the goods of  
your make. Your promptness in executing our orders has pleased us very  
much, and if at any time we can serve you in any way, command us.



## Extra Coats.

These garments which were especially designed and first made by us, have found a place with most all of our agencies and the ready sale they have met with, shows they fill a long felt want.

In the manufacture of these garments we have taken extra precaution to make them strong and durable, and the prices at which they can be retailed, bring them within the reach of all.

Lot		the doz.
71.	Single-breasted Oxford Jeans (unlined),	\$ 9.00
733.	Single-breasted Everett Cottonades,	13.50
746.	Single or Double-breasted Serbian Cottonades,	13.50
749.	Double-breasted Unlined R. R. Worsted,	13.50
761.	Double-breasted Oxford Jeans,	13.50
79L.	Double-breasted Railway Worsted,	17.50
762.	Double-breasted Union Hatline,	18.00
739.	S. B. Broken Plaid, Fancy Cassimere, (see cut),	22.50
713.	Single-breasted Dark Indistinct Stripes, Union Cassimere,	27.00
752.	Double-breasted Mode Corduroy, Medium wale,	27.00
727.	Single-breasted Victory Cassimere (Fancy)	30.00

714.	Double-breasted Oxford Victory,	36.00
717.	Double-breasted Brown Victory,	36.00
724.	Double-breasted Hatline Cassimere,	36.00
712.	Double-breasted Corduroy In Mode, Brown, Black, and Blue,	36.00
721DB.	Extra Heavy All Wool Steel Mixed Cassimere,	40.50
723DB.	Wide Wale Mode Corduroy,	47.00

All of these Coats, except those mentioned as unlined, are full lined to the edge, with an extra heavy dark black Drill, that will wear and prove serviceable to the end. Extra sizes in these garments above 42, are from one dollar and a half to four dollars and a half more per dozen, according to the value of the goods.

AMES, RICE & SONS, Montgomery, Ala. We admit the superiority of your makes over all others. They are fast gaining the reputation they justly deserve. We take pride in saying we are the agents here for Hamilton, Carhartt & Co's Union Made goods.



Lot 724DB. Hatline Cassimere.



Lot 739. S. B. Coats.

## Heavy Duck Storm Coats.

The manufacture of these goods has come to be an art, and we take pride in saying that while we manufacture no low priced goods along these lines, that in the numbers we do make, we stand unexcelled.

Lot.		the doz.
X.	500. D & T. Brown Duck with warm plaid lining.	\$15.00
XB.	500. D & T. Black Duck with warm plaid lining.	15.00
O.	500. D & T. Brown Duck with waterproof lining.	15.00
OB.	500. D & T. Black Duck with waterproof lining.	15.00
XX.	500. D & T. Brown Duck with heavy waterproof lining.	15.00
XXB.	500. D & T. Black Duck with heavy waterproof lining.	15.00
XXX.	500. D & T. Brown Duck waterproofed, and in addition a strong down lining.	19.50
XXXB.	500. D & T. Black Duck waterproofed, and in addition a strong down lining.	19.50
OOO.	500. D & T. Brown Duck with combination warm and waterproof lining in body and sleeves.	22.50
OOOB.	500. D & T. Black Duck with combination warm and waterproof lining in body and sleeves.	22.50
XXXX.	500. D & T. Brown Duck waterproof lining and warm plaid lining in body and sleeves.	25.50
XXXXB.	500. D & T. Black Duck, waterproof lining and warm plaid lining in body and sleeves.	25.50
OOOO.	500. D & T. Brown Duck with combination warm and waterproof lining in body and sleeves.	28.50
OOOOB.	500. D & T. Black Duck with combination warm and waterproof lining in body and sleeves.	28.50
5-X.	500. D & T. Brown Duck, waterproof interlining and long tapered plush lining in body and sleeves.	48.00
5-XB.	500. D & T. Black Duck, waterproof interlining and long tapered plush lining in body and sleeves.	48.00

Extra sizes above in breast from 36 to 44 \$1.50 per size raise. These goods are all made double-breasted, full size, with wide standing storm-proof collars, superior garments in every way we believe. They have double rows of patented riveted buttons, felled and stitched seams, three outside pockets with flaps, etc., etc.

FONTANA & ANDERSON, Crockett, Ill. Your Overalls are right and rain bringers. The more we sell of them, the better we like them. Have sold overalls for eighteen years, but must say have never found a better line, nor anywhere near as good.

## Extra Vests.

Nothing is so desirable in a retailer's stock as a line of staunch and true old vests that can be relied upon at all times to give good service and wear. That we make such a line goes without saying, as follows:

Lot.		The doz.
533.	Everett Fancy Cottonade,	\$ 6.00
546.	Servan Fancy Cottonade,	6.00
561.	Wool Filled Jeans (Black),	7.00
561.	Wool Filled Jeans (Oxford),	7.00
564.	Plain Black Doeskin,	7.50
549.	Railroad Worsted,	7.50
562.	Hairline Cassimere,	7.50
539.	Fancy Cassimere (see cut),	8.00
536.	Hairline Cassimere,	8.00
515.	Plain Dark Cassimere,	9.00
522.	Mode Corduroy,	9.00
527.	Hairline Cassimere,	10.50
514.	Victor Cassimere (Gray),	12.00
517.	Victor Cassimere (Brown),	12.00
512.	Mode Corduroy,	12.00
513B.	Mode Corduroy (Navy),	12.00
513B.	Brown Corduroy,	12.00
532.	Wide Wale Cord (Mode),	13.50
532B.	Wide Wale Cord (Brown),	13.50
526.	Native Wool Oxford Cassimere,	13.50

These garments are made in the most wholesome manner possible, and are almost indestructible. They are lined throughout with a strong Tull, and the backs are made of a heavy eight ounce buckram. They are cut single-breasted, of good length and large and manly.

WARDEN BROS., Fort Worth, and San Antonio, Texas. Enclosed find our fall order for both stores. Our trade in your goods is rapidly increasing and we feel justified in saying that it will continue to do so for a long time to come.

A. D. STEINBAUGH & Co., Portland, Ore. We have turned down all other lines, and keep yours exclusively. We are now putting in a special working goods department, which will be composed entirely of goods of your manufacture.





## Shirts.

In response to frequent requests for strong working shirts, made "our way," we sometime since added to our line the following styles. These shirts are made with the greatest possible care, a little longer, a little larger, and a little better in every way than even the best work of our competitors.

They are cut with a large handkerchief pocket and a watch pocket, and are half lined over the back and shoulders with a Standard Pocket Drill. Added to this they have detachable buttons, which insures their being laundered easily.

Lot.	the doz.
93. Blue and White Amoskeago Check,	\$ 7.25
93P. Blue and White Amoskeago Pin Check,	7.25
93B. Black and White Stripe Sateen,	7.25
99. Blue and White Stripe (Walrus),	7.25
94. Plain Black Sateen, heavy weight,	9.00
97. Navy Blue Wool Flannel,	13.00
91. Very Fine Black Sateen,	13.00

W. P. ROBERTSON & SONS, Jackson, Tenn. It is unnecessary to remind us that we need your goods, for we appreciate that more every day, as there is a constantly increasing demand for the Carhartt Brand. Our Railroad trade claims it is the only brand of goods on the market that gives perfect satisfaction.





## Boys' Knee Trousers.

Lot.		per doz.
1.	Mixed Cottonades and Jeans, assorted,	\$6.50
2.	Assorted Wools and Unions,	7.50
3b.	Hairline,	8.00
52.	Carduoy (Mode),	9.00
14.	Victory Cassimeres (Gray),	11.50
17.	Victory Cassimeres (Brown),	11.50
12.	Hairline Cassimere,	11.50
17.	Carduoy (Mode),	11.50
12b.	" (Brown),	11.50
12b1.	" (Black),	11.50
21.	Extra Heavy All Wool "Oxford,"	12.00

These goods are extra well made, as we know how important it is that these garments shall know no weak spot. They are cut full and liberal, and are double sewed throughout, besides being full half lined with a Standard Pocket Drill. Sizes 5 to 7 are made with side buttons, and from 8 to 13, are made with the front and some with suspended buttons closed on the waist bands. We only sell Knee Trousers in the above styles and each dozen will contain the following sizes only, at the prices quoted. Where larger sizes only are wanted, a proportionate advance will be charged.

Sizes	5	6	7	8	9	10	11	12	13
	5	6	7	8	9	10	11	12	13

H. Bonnet & Co., San Mateo, N. M. We fully appreciate the interest you are taking in helping the sales of your goods throughout this vicinity. The goods are fully what you represent them and are giving entire satisfaction to all buyers.

Tan Grant & Co., Danville, Ill. We handled them for twenty years, but have discontinued them and put in your goods in the place, as we believe they are far superior in every respect.





**DON'T HIDE YOUR LIGHT UNDER A BUSHEL** is here carrying a series of Pictures Illustrations, with numerous descriptions and selling points designed for various purposes. — Illustrations designed to interest you.

**A TIME BOOK.** A diamond time book appears every month and contains the history of the month and many more interesting facts.

**A TIME BOOK.** A diamond time book appears every month and contains the history of the month and many more interesting facts.

**SOUVENIR.** A diamond time book appears every month and contains the history of the month and many more interesting facts.

**Illustrations** are published every month. — This publication contains the most up-to-date and most interesting facts for every month.

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Illustrations of the various styles of advertising matter, signs, posters, time books, memorandum books, etc., etc., that we furnish our agencies to keep our products in the front rank, a position we have won, and are holding against all competitors.



**D**ETROIT  
THE BEAUTIFUL.  
THE CONVENTION CITY  
OF THE WORLD.  
THE PEARL IN  
MICHIGAN'S DIADEM  
OF UNSALTED SEAS.

Belle Isle looking North.





Glimpses  
of  
BELLE ISLE.



**I**N the galaxy of American cities, Detroit stands pre-eminently as the one whose history is closest interwoven with that of the great northwest. There the French traveler and explorer, Antoine de la Mothe Cadillac, planted the Roman cross and unfurled the flag of "la belle France." Where one hundred and seventy-seven years ago the little French trading post was located, there rear today stately spires and the palaces of commerce of the metropolis of Michigan, a center of activity, of culture, of wealth, and great natural resources, standing in the front rank of the modern cities of the world.

One of the strongest points of beautiful Detroit is her climate, always pleasant, always healthy and always enjoyable. Gentle breezes passing from lake to lake, loiter at her door.

Detroit is proud of her parks, and she has many of them, ranging in size from two to six hundred acres. Half a million dollars a year is expended on their improvement and maintenance. Belle Isle is the jewel of of them all.



The island is indeed the priceless jewel in the crown of Detroit. Woods of green and water of blue, art and nature; moving waves and waving grass, stillness and activity, vistas and broad views, beautiful flowers and lofty trees, the white sails of numerous vessels and the swift motion of great steamers, all alike are combined in the captivating beauties of this favored place. You can walk or drive in deep solitude, or amid the full flow of life and laughter; seats, swings and grassy nooks and knolls invite you, cool winds and sparkling waves refresh you, and at almost every turn there are views and visions that would tempt and test the brain and brush of the greatest artist. The electric lights of the evening bring fancies of a fairy land, so weird and full of witchery do all things seem.

There is water everywhere: you are surrounded by a sea of silver bordered with blue; there is water for drinking, bathing, rowing, sailing and wading, all free, pure, clean, rippling and beautiful. The bath houses contain scores of bath rooms, with hundreds of bathing suits for both men and women, with lockers for clothing and plenty of clean towels.

The water in the canals and lakes is only from one and one-half to two and one-half feet deep, so there is little danger. The two boat houses have an almost unlimited supply of boats to let.



Range Light House









In the winter time the pavilion lake is free from snow, for the use of skaters, and is used by thousands.

The park is reached by way of the bridge, junction of Jefferson avenue with the Boulevard, or by ferry boats, which in summer make several trips every hour, the principal point of departure being from the foot of Woodward avenue. Among the attractive features are the deer, elk and fox enclosures, and the menagerie. There are a number of elk, several score of deer, and quite a variety of birds and animals. Squirrels are numerous all over the island: they peer at you from almost every tree, run here and there before you, and in the summer time are almost as plentiful and playful as the picnickers, and get many a meal from their supplies.

The Detroit Museum of Art, a magnificent stone structure, built in romanesque style, presents a frontage of one hundred feet, flanked by two towers, on Jefferson avenue, with one hundred and eighty feet on Hastings street. The entire cost of building and land, \$150,000, together with its pictures and collections in the various departments, now valued at \$200,000, making a total of over \$350,000, is the gift of the citizens of Detroit. Through the wise and liberal action of the city government, the institution is free to the









public. The average monthly attendance is nearly 9,000.

Beautiful buildings abound in the city; modern, magnificent structures of every character. While in Detroit, it will be a pleasing diversion to make a tour of a few sky-scrapers and get a bird's-eye view of the surrounding country.

Detroit has the greatest electric railway system in the world. Hundreds of miles of electric line, reaching twenty-five miles into the country in every direction, up and down the beautiful river, and touching scores of famous resorts; makes this interesting to visitors. Low fares, modernness in everything, and a general aim to please, has given the Convention City her enviable street railway reputation. Trolly parties, traversing 100 miles of beautiful boulevards, streets and avenues, reaching parks and lakeside resorts, are a feature of many conventions in Detroit. To more comfortably greet these guests, the Citizen's Company has constructed elegant buffet cars, furnished and equipped like a palace, and they are highly appreciated by visitors who want to take a cruise over modern Detroit.

A feature of Detroit that has done more than its share to make the City of the Straits famous, and is particularly appreciated among land-men, is the river pleasure riding. A dozen excursion steamers, each capable of accommodating several hundred passengers, are used





County Jail



City Hall



County Courthouse



Post Office



Municipal Court Building



exclusively to reach the many places of interest in immediate touch of Detroit.

Hospitality goes hand in hand with religion in the churches of Detroit, and there are over a hundred of these magnificent structures. They are handsome of architecture, and located in the prettiest nooks of the city.

Detroit has a wonderful public school system. Sixty-four large buildings, including a \$1,000,000 high school, accommodate the 36,000 children.

Picturesque, pretty and peaceful, a place of pleasure, really tells the story of the Detroit river. Its waters never rise nor fall: it is never stormy nor dangerous. Sailing, rowing, fishing, bathing and other water sports are here for every one. Beautiful spots, resorts and pleasure retreats are found everywhere.

Detroit is the largest of any port in the world, not excepting London, Liverpool or New York.

This great city has something like 2,000 industries, giving employment to 36,000 people.

The streets and avenues of Detroit are famous for their fine pavements.

But all this must be seen to be fully appreciated.







RUSSELL HOUSE



RUSSELL HOUSE



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A  
FEW PLACES  
OF WORSHIP.

# A BIT OF PALMER PARK







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